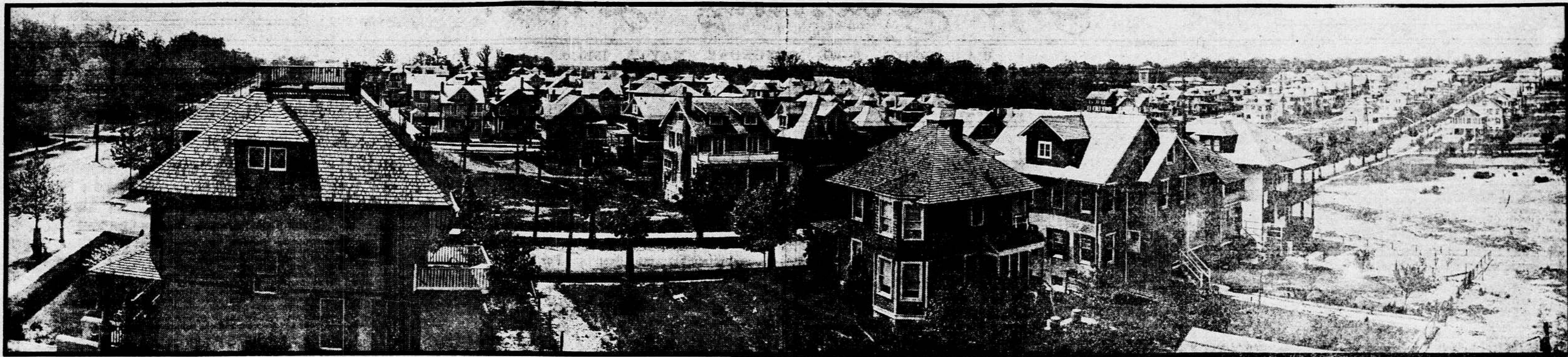


PANORAMIC VIEWS IN WASHINGTON SUBURBS—SAUL'S ADDITION.



(Photograph by Frederick A. Schatz.)

MANY HOMES BUILT

Fifteen New Houses Erected in Saul's Addition During Past Year.

N. L. Sansbury Company, exclusive agents for Saul's Addition, reports an active season in that subdivision. Fifteen houses have been erected and sold during the past year, making a total of about 200 houses in the subdivision. A number of lots have been sold which purchasers plan to improve.

One builder recently has completed three houses which are ready for occupancy and has five additional houses in course of construction.

Among the sales made by the N. L. Sansbury Company during the past week are the following:

For Henry L. Breuninger to John G. Reckert, 2520 Wisconsin avenue northwest. This sale was made in connection with the office of H. W. Offutt.

For H. G. Smithy to Mrs. Ester Fairman, 1111 North Capitol street.

For Lewis E. Breuninger, 1611 Hobart street, to R. E. Boyd.

For Ellerson & Wemple, to D. A. Sanford, Jr., 225 14th street northeast.

For Charles L. Tankersley, 2625 Georgia avenue northwest, this being the second house sold in the new group of houses which have just been erected by Mr. Tankersley.

Property Brings \$18,000.

A deed was placed on record during the past week transferring the ownership of 3408 to 3418 M street northwest from the American Security and Trust Company, trustees under the will of H. B. Warder, to Louis Weinstein. The consideration was \$18,000. The property has a frontage of ninety-seven feet and a depth of about eighty feet.

Andy, Please Note Last Word.

From the Boston Transcript.
Simplified spelling carried to its ultimate degree was shown on a door card recently seen in the South End. The card ran: "Will be back rite o. a."

REMODELING OF OLD HOMES WISE AND FASCINATING TASK

Methods Whereby Chimneys, Foundations and Fireplaces May Be Improved Outlined by Writer—Concrete Is Utilized.

Taking an old, decrepit house and remodeling it into a commuter's dream is a fascinating proposition, writes John R. McMahon in the New York Times.

"Probably there is a strain of the critic in all of us," he says. "We all want to remodel something. Some rewrite Shakespeares, while others hanker to edit old houses. We want to bring things up to date. It is easier to patch the old than create the new. There are birds that never build their own nests, but take old ones and fix them up a little."

"After the first flush of remodeling enthusiasm it may occur to you that it is not so easy as it seems to modernize the home architecture of our sires. In some respects it is about as untoward as coaxing a four-story building of 1850 into a skyscraper. Not only in details, but fundamentally, have houses changed to suit modern ideas and conditions."

"Take the numerous bedrooms of our fathers, built like the cells which bees construct for a numerous progeny; we ask if the dwelling was intended for a hotel or an orphan asylum. It makes a modern small family man a little frightened just to look through one of these old houses."

The Proper Thing Today.

"Furthermore, unless we are artists, we feel there is something a bit shabby about the patching-up enterprise. We would rather tell our friends about our new house than our remodeled old shack. But, thank goodness, this objection is not at all serious. Quite the contrary. If it used to be thought bad form to remodel it's quite the proper thing today."

"Didn't you read about that millionaire who bought a terribly old colonial house in Virginia and fixed it up for a regular home? Why, everywhere people

of means are buying houses which have nothing first-class about them except their traditions—old wrecks with splendid memories, you know—and making them look so distinguished. The old house is mellow and restful; no wonder the architects imitate it in new work and keep down the suggestion of newness as much as possible."

Cites Practical Standpoint.

"The suburbanite of small means has to look at the proposition from a practical standpoint. Will it pay to patch and change the old house that is offered at a bargain? That depends on circumstances. Old is a relative term. Sometimes it will not pay to fix up a house twenty years old, and it will be worth while to patch a dwelling which has been standing half or even three-quarters of a century."

"The house of no great age may belong to the era of shoddy construction and may be prematurely old, while the ancient structure is yet staunch and serviceable for another generation. We laugh at the architecture of our fathers, but when we see the timbers and the workmanship they put into their houses we feel that the laugh is on us. To determine whether an antique dwelling is worth fixing up we should start with a study of the foundations, inside and outside the cellar. If the stone or brick work has quite fallen away it will be rather expensive to replace it with new foundations, but if the walls stand true and merely superficial mortar is out the job will be easy. Portland cement was not known in the old days, so it is a safe bet that the mortar, especially on the outside, is loose."

Condition of Chimney.

"A tumbled chimney on the roof is not so important as the condition of the chimney within the house. There is likely to be no tile flue lining and without it, unless the flue has at least

a double width of brick around it, exterior patching with cement will not do. To put in tile requires the tearing down of the old chimney. Perhaps it will be only necessary to tear down and rebuild from a point just above the old open fireplace. A new chimney may be set on the foundations of the old, or it may be best to leave the old chimney as a stage 'prop' and build a brand-new, practical chimney elsewhere.

Liquid Concrete Used.

"The great antique fireplace, with its massive hardware and adjacent bread oven, may be hors de combat, but it still has uses. Ventilation and picturesqueness. Sometimes its spacious opening is occupied by a steel cooking range with a stovepipe running all the way up the tileless flue to the roof. The expedient of a stovepipe to act as a flue lining is rather good; the pipe should be extra heavy galvanized iron.

"Concrete is to an old house what glue is to a knock-down piece of furniture. When rightly mixed with brains it has a thousand uses. It can be adapted to anything. The interior of a fireplace is a wreck it can be relined with a layer of concrete on strips of wire mesh. A cracked lintel of a stone or brick house can be substituted with concrete poured in place. Wet concrete usually flows down hill, but it can be made to go sideways or run up hill."

"It is not difficult or relative expensive to refurbish an old dwelling if you are content to follow its lines of architecture. Trouble and cost come in when you want to change a lot of doors and windows, lift ceilings, put in stairs, expand the roof and add wings. In many cases it is money thrown away to reconstruct such a place. A new house built to suit would cost less."

TELLS OF CHANGES MADE IN SELLING REAL ESTATE

There was a time, it recurs even now, when the real estate salesman was forced to suspect that in the public esteem he occupied about the same position as the alleged funny section of one's newspaper ascribes to lawyers, plumbers and living ex-presidents of the United States, says Frederick C. Green in the Cleveland Plain Dealer. A part of the public in times past who had followed various glib-tongued gentlemen into the swamps of Florida, into the alleged mineral fields of Canada and into other remote sections of civilized North America only to learn the bitterness of credulity was not to be denied its tears and frequently blamed and condemned real estate and real estate salesmen when in reality the ones to blame most were themselves.

The facts are there is no mystery about real estate—it is as plain to you as to any one. It has no intricate parts that require the mind of a mathematician or Edisonian genius to understand, its lungs grow on its surface, its heart beats are found at the nearest trolley line, its possibilities are all within the horizon and only a blind person should need help or trust the word of another. Therefore, the great majority of the purchasing public, having eyes and ears and considerable discernment, does not merely tolerate the vender of real estate, but in many and even most cases welcomes the interruption and will give ear for a space at least to what he has to say. It is when the seller finds his public with knowledge, imagination and faith in his goods which causes him to feel hurt at his own littleness.

However, it should not be imagined that this ideal condition is so general that no thorn opposes his pathway or that the real estate seller never meets other than open arms and welcoming smile.

PAINT PEELS FROM BRICKS WHEN APPLIED TOO SOON

Failure to Stick Also Due to Oil, Soot and Quality of Material.

Several reasons are given by painting authorities for paint peeling from brickwork. When paint is applied too soon after repointing the lime in the mortar destroys the oil in the paint by saproaction. The process of peeling may be recounted as follows, according to the Record Guide:

The lime or cement mortar joint and soon here the mortar, if fresh or improperly mixed, had a chance to blister or saponify the oil in the paint. First the slight abrasion, then an open wound in the paint film. The first rain permits moisture to creep into the brick pores behind the protecting coat, and in winter freezing forces out other parts of the paint over the brick itself. In summer the action of the sun on the wet surface draws the alkalis in the lime or cement mortar joint and soon loosens the paint from the brick surface.

If bricks are greasy when laid up paint will not adhere well to them. If the paint is applied over a coat of soot so thick as to form an absorbent blotter for the paint oils before they reach the brick texture, peeling also is likely to result.

A Protective Measure.

From the Boston Transcript.
O'Brien—Come home an' take supper wid me, Flannigan.
Flannigan—Shure it's past yer supper time an' it's furious yer wife'll be. O'Brien—Thats just it, she can't lick the two av us.

OUTING AT GREAT FALLS PLANNED BY EXCHANGE

Builders to Hold Annual Merry-Making Next Saturday Afternoon.

PROCLAMATION!

To Whom It May Concern:

I, Rink, son of Dink, President and high exalted "Gazabo" of the only Builders and Manufacturers' Exchange in this grand, glorious and growing city, by the authority vested in me, do hereby set aside the afternoon of May 15 of this democratic administration, year of 1915, as a day of total rest, from contracting, bidding, estimating, securing, hawking sub-bids, and all other laborious work. That our hearts shall be filled with reciprocity. That we shall shake the hand of our competitor, wish him success, and gladly impart to him all the tricks of the trade that we may know whereby he can skin his fellow citizens and lay up much filthy lucre, with which to buy "Swell Jitneys," eat luscious fruit and drink peaceful "Grape Juice." I also order all the faithful and unfaithful to loosen up their purse strings, "wash up, clean up," doll up in their gaudy raiment, and jitney or otherwise travel to the ancient city of Georgetown, and there purchase one of our feed tickets and accompany me and my jovial subjects to the Falls.

RINK.

Notices telling of the arrangements made for the annual outing of the Builders and Manufacturers' Exchange at Great Falls, Va., next Saturday afternoon, which have been sent to the members of the organization and to others engaged in the building and allied trades throughout the city, have been the subject of much comment. Never before was such an interesting bit of printed matter sent out under the stamp of the exchange, the exchange's members say.

The notices bear the names of E. R. S. Embrey, president of the exchange; Charles Welsh, its secretary; P. R. Pullman, chairman of the outing committee; and Bruce Branson, "big booster" of the organization. Just whether all four of the members named are responsible for the author-

ship of the printed matter is a question which members of the exchange are trying to decide.

The notice leads off with a proclamation signed by "Rink, Son of Dink"; then comes the following bit of advice:

"Bring your friends, let them join our 'first name' society. Let us be Jack, Bill and Tom on May fifteen." Then comes this poetic effort:

"Spring, spring, beautiful spring

"Out with the builders, just the thing

"To drive away all trouble and care,

"And just think, only two bit fare."

Just to show his versatility the au-

thor has included the following alliteration:

"Big Bruce Branson boosts builders because Bruce believes business better by boosting."

Fred White comes in for his share of publicity in the following manner:

"Fred White will be on the job to pick blossoms off the tall timbers."

For those who are not acquainted with Mr. White it is explained that he is six feet and then some inches tall.

The notice concluded with the following words of advice:

"You can knock if you want to, but

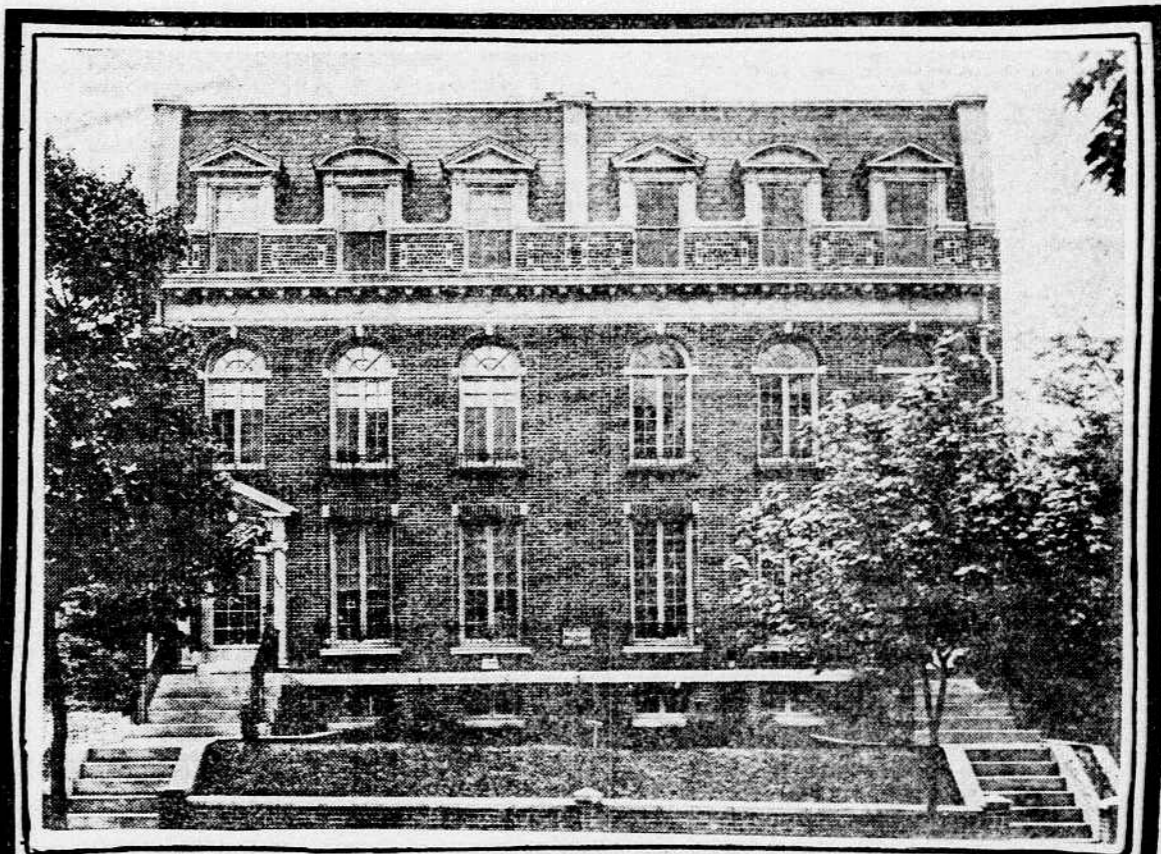
look out for the 'darebacks'."

"If business interferes with this outing 'dareback' it until Monday."

"Come with us; if you don't like us we will call the emergency wagon and send you home."

Extra trains are to be run to Great Falls next Saturday afternoon from the Annapolis bridge to accommodate the builders, beginning at 1:40 o'clock and continuing to 3 o'clock. Dinner will be served at 4:20 o'clock and then will come the returns. Plenty of car space is assured on the return trip those in charge of arrangements for the outing declare.

ATTRACTIVE CALIFORNIA STREET DEVELOPMENT.



Work has been completed on two attractive houses of colonial design, which have been erected at 2324 California street northwest by Boss & Phelps, Inc. Plans for the houses were prepared by A. H. Sonnenmann, architect.

The houses have frontages of twenty-five feet each and occupy lots about 100 feet deep. They are of the three-story and basement type and contain twelve rooms and three baths each. The fronts are constructed of dark red or wine-colored brick, set with broad white cement joints. About the windows on the first and second floors are small wrought-iron balconies.

On the first floor of each house are drawing room, dining room, kitchen and pantries and reception hall. A living room, twenty-four by fourteen feet, finished in the Adams style, occupies the front portion of the second floor, on which there are also two bedrooms and bath and an inclosed sleeping porch, or sun parlor, with southern exposure. There are four bedrooms and bath on the third floor.

In the basement is a servant's room and bath. An interesting feature of the interior finish is quartered oak flooring. The hardware also is unusual, being of the hammered-bronze type.

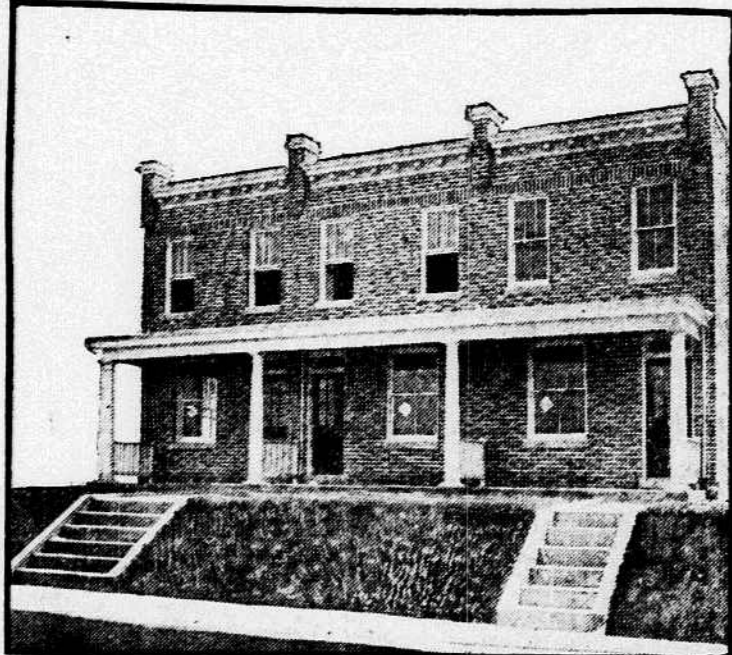
\$20.50 Per Month

Buys One of These Homes, Including Interest

The family of modest circumstances can afford to get one of these homes—and it would cost no more than present RENT, on a street that they would be proud to have their friends call (not a side street). This means increased values. You must act quick.

Only 2 Left

Buy
With
Your
Rent
Money.



6 Rooms,
Bath.
Substantially
Built.
Day's
Labor.

Prices, \$1,950 to \$2,550 (Corner)

Corner 16th and Mass. Ave. S.E.

Two Squares From Lincoln Park—Convenient to Two Car Lines—East Capitol and Pennsylvania Avenue.

A BRIEF DESCRIPTION:

5 and 6 large rooms, Cement floors, Large closets, 40-ft. parking,
Front entrance hall, Hot and cold water, Howard brick front, Spacious back yard,
Colonial porches, Coal and gas ranges, Beautiful high terrace, Concrete woodshed.

Take East Capitol cars, get off Lincoln Park and Kentucky ave., walk 1½ squares to houses. All rent payers, come out and inspect these magnificent homes, whether you purchase or not.

Sample House, 242 16th Street S.E., Open and Lighted Daily Until 9 P.M.

SHAPIRO, Owner and Builder

Phone Columbia 4912 for Auto Service.

"Health Homes"

3132 to 3138 19th St. N.W.

Between Kilbourne and Lamont Streets

The First and Only Homes in Washington Equipped Throughout With Tuec Stationary Vacuum Cleaning System

This wonderfully convenient and labor-saving appliance solves the servant question for all time, insures a thoroughly clean home and protects health, as it carries to one central point in the cellar not only all dirt, dust, etc., but death germs as well. Demonstrations daily.

These Elegant and Substantial Homes contain 8 cheerful rooms and attic; double floors throughout; hardwood finish; drop beam ceiling and built-in china closets in dining room; new ventilating system and double-oven gas range in kitchen; pantry, with latest designed refrigerator; beautiful bathroom, with shower and pedestal lavatory; front porches of concrete construction with metal columns; extra large double back porches, with an unobstructed view of beautiful Rock Creek Park. Hot-water heat, electricity and gas; laundry and toilet in cellar. Servant's room.

Sample House, No. 3136 19th St. N.W., Open Daily Until 9 P.M.

Price, \$6,950

Easy Terms — Don't Miss Seeing Them.

To Inspect—Take Mount Pleasant car to Kilbourne street, walk west to sample, or phone M. 1597 for our auto service.



Phillips & Sager

1409 New York Ave.

Headquarters for New Houses.